

Monthly Report Template for COMPETE Grantees

Grantee: ____Ten Senses Africa Ltd____ **Report for the month of:** __May, 2011____

Based on your grant agreement implementation timeline, please highlight the activities you have accomplished over the past month.

| Activities <i>Activities should be directly in-line with your grant agreement</i> | Activity Status <i>If the activity has been accomplished, please give results. If the activity has not been accomplished, please provide an explanation.</i> |
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| Relocate and improve plant equipment to achieve full food grade processing capacity as verified by the Kenyan Bureau of Standards. | Two driers already constructed and running. A total of 18,935 kgs have been dried in the month of May. |
| Increase plant capacity to allow processing of 100 tons/season (two seasons) | Financing for new equipment is still expected by June. |
| Purchase 200 tons of macadamia from Meru and Taita growers associations, at a value of 6 million Ksh (Fair trade minimum price of 30 Ksh/kg). | 6,144 kg of macadamia nuts NIS were purchased in May. 346,040 Kshs. paid to farmers during this period. |
| Provide 1 million Ksh in fees to the associations for the collection and storage of macadamia on behalf of TSA. | A total of Ksh163, 470 was paid to Wamatta as social premium for 32,694 kgs purchased last year. |
| Export 50 MT of processed nuts, of which at least 30 tons to the US market. This represents a sales goal of \$240 000 or 17 million Ksh (40 000 kg @ \$6/kg) | Processing has started and 6,004 kgs have been processed. Export is expected in June. The value of this export is estimated at \$ 42,600. |
| Create stable employment for at least 35 staff in the Nairobi factory | 2 additional permanent staff were hired in April. |

We are particularly interested in highlights that include:

- The formation of partnerships: the Swiss exchange student has assisted the company with establishing a food quality system which will lead to a certification called FSSC 22000. All documentation for this certification will be ready by end of June 2011.
- The implementation of new technologies or management practices: the management structure is being streamlined to improve efficiency. This is by better defining roles of each of the employees.
- We are planning to hire a local person to mobilize the group probably in next month. We are still on with farmer trainings.

- The use of Market Information Systems (MIS): At this point we are not using any particularly market information systems. Our challenges at this point are not in sales and marketing, but in production.
- The establishment of new access to markets: We are focusing on delivering product to our customers in the US and Europe. Initial exports are going to our US customer, probably next month.

Additional comments or results: